

Providing On-Site Applications Training



Tom Austin
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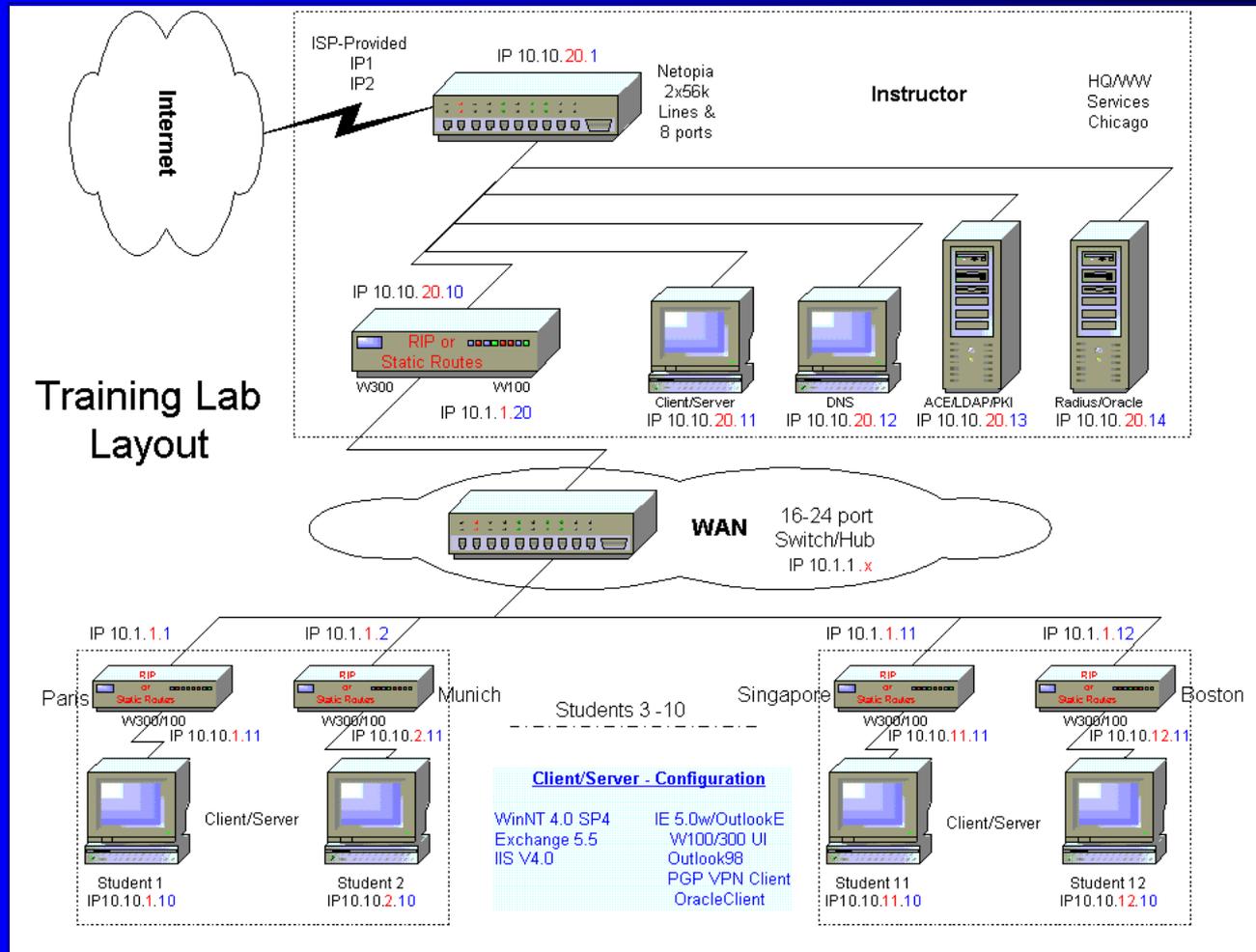
Considerations

| | Learning | Logistics | Costs |
|--------------|--|--|--|
| Instructor | <ul style="list-style-type: none"> • Experienced • Knowledgeable • Prepared • Communicates | <ul style="list-style-type: none"> • Classroom Setup • Lab Configuration • Materials On-hand | <ul style="list-style-type: none"> • Compensation • Expenses |
| Participant | <ul style="list-style-type: none"> • Knows Why • Does Prep Work • Participates | <ul style="list-style-type: none"> • Knows Where, When • No Distractions | <ul style="list-style-type: none"> • Admission • Expenses • Time • Value |
| Organization | <ul style="list-style-type: none"> • Right People • Course Content • Commitment | <ul style="list-style-type: none"> • Location • Registration • Facility & Equipment • Catering | <ul style="list-style-type: none"> • Expense • Profit • Investment |

Meeting the Need

- Results
- Level of Complexity
- Methods of Instruction
- Types of Exercises
 - Instructor Led
 - Self-paced
 - Overall Design
- Completion vs. Comprehension

Sample Lab Configuration



Potential Costs, Issues

| Item | Qty | Per Unit | Total | # Events | Avg Cost |
|---------------------------------|------------|-----------------|--------------|-----------------|-----------------|
| Workstations | | | | | |
| Networking Components | | | | | |
| Software Licenses | | | | | |
| Materials | | | | | |
| People ~ Tech, Admin | | | | | |
| Video, Audio | | | | | |
| Shipping Cases | | | | | |
| Freight, Insurance | | | | | |
| Facility ~ Access, Power | | | | | |
| Security | | | | | |
| Catering | | | | | |

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